

Message Text

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E.O. 11652: N/A
TAGS: BEXP, ETEL, UY
SUBJECT: MAJOR EXPORT PROJECTS: NATIONAL TELECOMMUNICATION
NETWORK MODERNIZATION.

REF.: MVD-1356

FOR MEPD

1. BIDS HAVE NOT YET BEEN CALLED FOR THIS PROJECT. EMBOFFS
RECENTLY DISCUSSED FURTHER STEPS WITH NATIONAL TELECOMMUNICATIONS
AGENCY (ANTEL), ESPECIALLY BIDDING PROCEDURE DESCRIBED REFTEL
AND FOLLOWING FURTHER DEVELOPMENTS HAVE OVVURED:

(A) TIMING: ANTEL NOW EXPECTS LOAN AGREEMENT TO BE SIGNED WITH
INTER-AMERICAN DEVELOPMENT BANK (IDB) BY LATE AUGUST AFTER WHICH
THE PROJECT WILL BE PUT TO TENDER. BID DOCUMENTS ARE NOW PRAC-
TICALLY COMPLETE AND BEING STUDIED BY IDB.

(B) PROJECT DESCRIPTION: ANTEL HAS SOMEWHAT MODIFIED ITS WISHES
AS DESCRIBED REFTEL PARA 4. ANTEL BELIEVES LOCAL CONSTRUCTION
FIRMS CAPABLE OF PROVIDING TURNKEY CONSTRUCTION OF PROJECT,
BUT WANTS FIRMS WITH INTERNATIONAL CAPABILITY TO PROVIDE SUPER-
VISORY CONSULTING SERVICES AS ALSO REQUIRED BY IDB. LOCAL REPRE-
SENTATION, ASIDE FROM A LEGAL REPRESENTATIVE, IS NOT A CRUCIAL
FACTOR AND NOT NECESSARY UNTIL AFTER PROJECT AWARDED. ANTEL NOW
PLANS TO ASK SUPERVISORY CONSULTING FIRM TO PROVIDE TWO SERVICES.
ONCE CHOSEN, BY PROCESS DESCRIBED IN (C) BELOW, CONSULTANTS ARE
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TO STUDY PROPOSALS BY CONSTRUCTION FIRMS FOR TURNKEY CONSTRUC-

TION OF MICROWAVE PROJECT AND ALSO ADVISE ANTEL ON SELECTION OF EQUIPMENT FOR TELEPHONE CENTRALS. ONCE THE TURNKEY CONSTRUCTION FIRM IS CHOSEN THE CONSULTANT WILL THEN SUPERVISE TTYCONSTRUCTION OF THE MICROWAVE NETWORK AND THE MARITIME COMMUNICATION NETWORK. LATTER WILL BE CONSTRUCTED BY ANTEL.

(C) BID PROCESS: ANTEL IS PREPARING A LIST OF CONSULTING FIRMS TO BE SUBMITTED TO THE IDB. THE IDB WILL THEN CHOOSE ABOUT SIX FIRMS THAT IT CONSIDERS QUALIFIED TO PERFORM THE WORK AFTER WHICH ANTEL WILL ASK THESE FIRMS TO SUBMIT PROPOSALS. EMBASSY UNDERSTANDS THIS "SELECTED BIDDING" SYSTEM IS A STANDARD IDB PROCESS.

(D) INTERESTED FIRMS: MORCOM SYSTEM OF WASHINGTON, D.C. AND WISMER AND BECKER OF SACRAMENTO HAVE BOTH EXPRESSED INTEREST IN BEING CONSIDERED FOR THIS PROJECT. MORCOM IS AWARE OF CONDITIONS DESCRIBED ABOVE DUE TO RECENT VISIT OF TOM HORIARTY (STATE 145863) AND IS WRITING ANTEL TO CONFIRM ITS INTEREST IN THIS PROJECT AND THUS BE INCLUDED ON LIST. MORCOM IS ON IDB'S "PRE-QUALIFIED" LIST AND SHOULD HAVE NO DIFFICULTY IN BEING CONSIDERED FOR BIDDING HAVING WORKED WITH IDB PREVIOUSLY. WISMER AND BECKER HAS APPARENTLY NOT WORKED ON IDB PROJECTS BEFORE. EMBASSY WRITING THAT FIRM TO SUMMARIZE FOREGOING, INCLUDING ANTEL'S SUGGESTION THAT THE FIRM WRITE THEM DESCRIBING ITS CAPABILITIES AND ASKING TO BE INCLUDED ON LIST THAT ANTEL WILL SUBMIT TO IDB. EMBASSY FORWARDING COPY LETTER TO MEPD.

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